



**DEPARTMENT OF THE ARMY**  
**HEADQUARTERS UNITED STATES ARMY FORCES COMMAND**  
**1777 HARDEE AVENUE SW**  
**FORT MCPHERSON GEORGIA 30330-1062**

REPLY TO  
ATTENTION OF

AFLG-PR

16 October 1998

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Contracting Information Letter (CIL) 99-3

1. This CIL contains information on the following subjects:
  - a. FY 98 CIL Index,
  - b. Acquisition Information for the World Wide Web,
  - c. FY 99 Defense Acquisition University (DAU) Catalog,
  - d. Fundamentals of Systems Acquisition Management (ACQ 101),
  - e. Army Civilian Training, Education, and Development Systems (ACTEDS) Plan,
  - f. Purchase Card Requirements for Contractors, and
  - g. Small Local Business Participation in Major Public Works Projects.
2. FY 98 CIL Index. The CIL Index for FY 98 is provided at enclosure 1. For additional information, please call Clyde Thomas at DSN 367-6372.
3. Acquisition Information for the World Wide Web.
  - a. Reference memo, SARD-PP, 29 September 1998, SAB (encl 2).
  - b. In accordance with the Defense Reform Initiative and in an effort to reduce mass paper printing, the FAR, DFARS and Defense Acquisition Deskbook are now available on the web. The websites are shown in subject memo.
4. FY 99 Defense Acquisition University (DAU) Catalog. The FY 99 DAU catalog may be found on the web at <http://www.acq.osd.mil/dau/toc.html>. It is doubtful that hard copies will be issued this year. For additional information, please contact Clyde Thomas at DSN 367-6372.

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5. Fundamentals of Systems Acquisition Management (ACQ 101). The ACQ 101 web course is expected to be available 16 November 1998. Interested students should register at <https://dau.fedworld.gov>. Students will be put on a "wait" list and will be notified when the course is available. For additional information, please contact Clyde Thomas at DSN 367-6372.

6. Army Civilian Training, Education, and Development Systems (ACTEDS) Plan. The updated ACTEDS Plan for Career Program 14 (Contracting and Acquisition) is now available on the internet. To access, go to <http://cpol.army.mil/>. Click on "Training and Career Development", click on "ACTEDS Plans", then click on "Career Program 14". It is very doubtful that hard copies will be available. If they do become available, they will be distributed to the DOCs. Please note that several updates have been made that will impact contracting, many having to do with interns and stressing professionalism within Career Program 14. Please contact Clyde Thomas at DSN 367-6372 for additional information.

7. Purchase Card Requirements for Contractors.

a. The Government has the following requirements for the contractor to use a Government Wide Commercial Purchase Card to purchase supplies and services:

At the request of a participating agency/organization, a card shall be issued to an employee of the agency/organization or an employee of a Government Cost-Reimbursable Contractor (CRC) authorized by the sponsoring agency. The contractor will procure the purchase through U.S. Bank. From the Bank's perspective, the process is:

(1) The Cost-Reimbursable Contractor (CRC) obtains a letter from his Administrative Contracting Office (ACO) certifying that he is a Cost Reimbursable Contractor pursuant to 48 CFR 51.102 (see Contract Guide GS-23F-94031, page 2).

(2) The contractor submits a delivery order (can be on letterhead) to U.S. Bank, attaching the contracting officer's certification that he is a CRC.

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(3) From that point, the bank will set up a level 4 account, accept cardholder applications, and issue cards. The contractor runs his own program, and pays the bank for all charges made. The ACO has general oversight of the IMPAC program for the CRC. Effective 30 Nov 1998, the bank will set up all new CRC accounts under a special level 3 (called "Army Cost Reimbursible Contractors") so as not to include their statistics with the MACOMS.

b. For additional information, please call Gwendolyn Miles, DSN 367-5486, or e-mail milesgwen@forscom.army.mil.

8. Small Local Business Participation in Major Public Works Projects. Reference memo, SARD-PP, 24 September 1998, SAB (encl 3). DevCorp, Inc., has developed a capability to technically qualify small disadvantaged business contractors and obtain financing and bonding for them once technically qualified. While DevCorp may be of assistance in increasing your awards for major public works to SDBs without using set-asides or preferences, **this is not an endorsement of this firm or its capabilities.**

3 Encls  
as



CHARLES J. GUTA  
Colonel, AC

Chief, Contracting Division, DSCLOG  
Principal Assistant Responsible  
for Contracting

# CIL INDEX

FY 98

CIL Number	Date	Subject
98-01	03Oct	*New Authority for the Sale of Old or Obsolete Nonexcess Government Personal Property
98-02	09Oct	*FY 98 Catalog of Training, education, and Professional development Opportunities *Indefinite Delivery Contracts *Special Competition Advocate *Areas of Special Interest for FY 98
98-03	30Oct	*COR Training *Court of Federal Claims Survey
98-04	31Oct	*CP-14 Update *FY 98 Competition Goal *Purchase Card Program - Split Purchases *List of Approved Surety Companies *Assuring Year 2000 Compliance in Information Technology (IT) Contracts *FY 98 Catalog of Army Civilian Training, Education and Professional Development Opportunities
98-05	03Nov	*Standard Procurement System
98-06	12Nov	*PPIMS *FY97 CIL Index *ACMA *Executive Training
98-07	24Nov	*GAO Protest (Denied) for Commercial Services
98-08	02Dec	*Contracting Officer Warrants
98-09	25Nov	*Beldon Roofing (GAO Protest - AACC)

CIL Number	Date	Subject
98-10	05Dec	*AAC Selection Requirements for ICAF *Items of Interest - AFARS 53.9010 and FAR 19.1001 *Revised AMC Proposed Pamphlet 715-3 *Applicability of Background Checks for Contract Personnel Working in School Age and Youth Services *Use of Government-wide Purchase Card for Payments Greater than \$100,000
98-11	06Jan	*Contractors on the Battlefield
98-12	12Jan	*Multiple Award Task Order and Delivery Order Contracts *Mailing of Solicitations by the Print Plant
98-13	03Feb	*Task Order Contract and Delivery Order Contract Ombudsman *Performance Based Service Contracts (PBSC) Information *Acquisition Reform Advocacy Program *Competitive Professional Development (CPD) and Senior Service College (SSC) Resources for Salary Reimbursement *Centralized Contractor Registration *Short Term Executive Training with Brookings Government Affairs Institute *FAR Part 15 Rewrite, September 1997, Changes to Profit Fee Rules
98-14	12Feb	*Lessons Learned - Simplified Acquisition Procedures *GAO Decision, Midmark Corp. *Annual Report on Unauthorized Commitments *Release of TDA Numbers in CA Studies *Purchase Card Joint Report
98-15	25Feb	*GAO Protests
98-16	09Mar	*Purchase Card Payment Issues
98-17		*Purchase Card Accommodation Checks

## CIL

Number	Date	Subject
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98-18	17Mar	*FORSCOM Pam 715-9, CMR Guide (Redbook) *Generic Position Description for Competitive Development Group *Expanded Authority to Cross Fiscal Years for Service Contracts *Wage Determinations-On-Line (WDOL) and Non-Standard Job Classifications
98-19	19Mar	*Lessons Learned from CMRs *Delegation of Authority to Approve Substitution of New Surety Bonds *SAP Threshold Increase in Support of Operational Missions In and Around the Arabian Peninsula
98-20	23Mar	*Court of Federal Claims Case
98-21	20Apr	*Central Contractor Registration *Class Deviation to Written Acquisition Plans for Certain Security Assistance Procurements *Class Deviation to DFARS 207.103; Written Acquisition Plans for Development Acquisitions
98-22	20Apr	*Pricing of Commercial Items in the Absence of Adequate Price Competition
98-23	06May	*ALMC Schedule of FY99 COR Courses *Identifying Contract Employees in Electronic Mail *Correct Use on the Extension Clause at FAR 52.217-8 "Option to Extend Services" *Definition for Maintenance and Repair *Policy Guidance-New "Repair" Definition and Antideficiency Violations

CIL

NUMBER	DATE	SUBJECT
98-24	12May	<ul style="list-style-type: none"><li>*Central Contractor Registration</li><li>*Procurement of Natural Gas (Privitization)</li><li>*Guidelines for Setting Up and Conducting Information Meetings with Defense Contractors</li><li>*Department of Justice Suit to Block the Lockheed Martin/Northrop Grumman Merger</li><li>*Bundling of Contract Requirements</li><li>*Performance Based Service Contracting (PBSC) Contract Review Check List</li><li>*Class Deviation 98-DEV-1 to FAR 32.703 and 37.106 and Reporting Requirement, on Authority for Severable Service Contracts that Cross Fiscal Years</li><li>*CMR Lessons Learned</li></ul>
98-25	21May	<ul style="list-style-type: none"><li>*FORSCOM's Use of Product Manager, Small Computer Program Standard Contracts</li></ul>
98-26	26May	<ul style="list-style-type: none"><li>*Suspension of Contract Management System</li><li>*AFARS Part 15</li><li>*Class Deviation to the DFARS 219.72 - Evaluation Preference for Small Disadvantaged Business (SDB) Concerns in Construction Acquisitions (Test Program)</li><li>*Distribution of Acquisition Regulations and Related Information</li><li>*Delegation of Authority to Release Long-Range Acquisition Estimates</li></ul>
98-27	28May	<ul style="list-style-type: none"><li>*Maximizing Contract Opportunities for People Who Are Blind or Severely Disabled Through Acquisition Reform Initiatives</li><li>*Promotion and Command Selection Rates for Functional Area (FA) 97 - Contracting and Industrial Management</li></ul>
98-28	02Jun	<ul style="list-style-type: none"><li>*Contracting Intern Training Plan</li></ul>
98-29	10Jun	<ul style="list-style-type: none"><li>*Randolph-Sheppard Act information Regarding Military Dining Facilities and IG Audits</li></ul>

## CIL

Number	Date	Subject
98-30	24Jun	*Service Contract Act Health and Welfare Fringe Benefits Changes *Timely/Accurate Reporting of Contractual Actions *Management Control Plan for Contracting *Website for the DoD Purchase Card Program Management Office (PMO) *Delegation of Authority to Decide Appeals on Rejection of SBA Recommendations
98-31	07Jul	*Interim Change to the DFARS Concerning the Implementation of a MOU Between SBA and DOD *FORSCOM Supplement to AR 5-14, Management of CAAS *Competition Under Multiple Award Task and Delivery Order Contracts *DD350/1057 Reporting WEB Page
98-32	09Jul	*1999 CMR Schedule *ACCES Procedural Change *Army Acquisition Awards
98-33	20Jul	*Change to Prompt Payment Act *Alternate Special Competition Advocate *Charging for Construction Solicitation Documents
98-34	28Jul	*Past Performance Information
98-35	05Aug	*GAO Protest on Evaluation of Past Performance Information
98-36	06Aug	*Review of Primary Protest Issues in 1997
98-37	20Aug	*Reinstatement of SBSAs and Class Deviation - EEO



## CIL

Number	Date	Subject
98-38	20Aug	*Support for Single Process Initiative (SPI) *CA Solicitations *Competitive Selections for CP-14 for AMSC Class 98-3 *PUR 101 and PUR 201 *Subcontracting With SB, SDB, and WOB Concerns *Cross Training the AAW *Policy Letter for the Implementation of the "Revised Army Policy for Procurement of Non-Tactical Vehicles" *CE Program
98-39	21Aug	*Use of Options *Review of Army Regulation 70-1, Army Acquisition Policy *Transfer of CP-14 FCR Responsibilities *CP-14 *Support of Professional Organizations
98-40	31Aug	*FOIA, Title 5, USC, Section 552a *DID 5400.7-R, DOD FOIA Program, May 97 *AR25-55, DA FOIA Program, 14Apr97 *FAR 24.2, as supplemented by DFARS 224.4 and AFARS 24.2 *DOD Reg 5400.7, "DOD FOIA Program
98-41	01Sep	*Protest Analysis for 2 <sup>nd</sup> and 3 <sup>rd</sup> Qtrs FY98
98-42	10Sep	*Procuring Guidance for Year 2000 (Y2K) Compliance
98-43	29Sep	*Redelegations of Authority for the FORSCOM PARC, DOCs, and Installation Commanders



REPLY TO  
ATTENTION OF

DEPARTMENT OF THE ARMY  
OFFICE OF THE ASSISTANT SECRETARY  
RESEARCH DEVELOPMENT AND ACQUISITION  
103 ARMY PENTAGON  
WASHINGTON DC 20310-0103

OCT 02 1998

SEP 29 1998

SARD-PP

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Acquisition Information on the World Wide Web

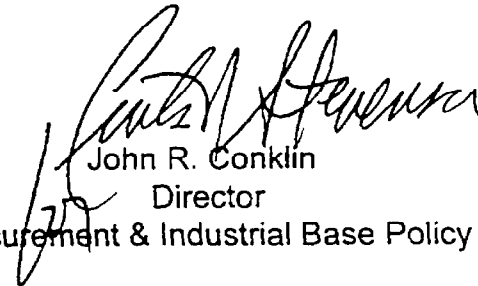
As part of the Defense Reform Initiative, the Secretary of Defense committed to make all DoD-wide regulations and instructions available electronically, and to discontinue mass paper printing. Accordingly, in lieu of printing paper versions, both the Federal Acquisition Regulation (FAR) and the Defense Federal Acquisition Regulation Supplement are now available on the World Wide Web and in the Defense Acquisition Deskbook. Both regulations will be revised/updated electronically. The FAR is available at URL: <http://www.arnet.gov/far/>; the DFARS is available at URL: <http://www.acq.osd.mil/dp/dars>; and the DAD is available at URL: <http://www.afam.wpafb.af.mil>. Both the FAR and DFARS websites contain a topic titled "Subscribe to the FAR News" and "Subscribe to the DFARS News", respectively. These items permit the user to sign up to receive automatic notification of changes. I encourage every contract specialist and contracting officer to sign up to receive these valuable services.

In the past, my office has issued Procurement Policy Alert Bulletins to provide information on interim changes to the acquisition regulations, i.e. departmental letters; class deviations that affect all Services but where no Army Federal Acquisition Regulation Supplement implementation is contemplated; and memorandums issued by the Director, Defense Procurement (DDP) and others, etc. With the advent of electronic availability, the DFARS revisions will be done electronically in lieu of printing DACs or Departmental Letters and the electronic revisions will be incorporated when interim and final DFARS rules are published in the Federal Register. Subscribers will receive notification via the DFARS News. In addition, URL: <http://www.acq.osd.mil/dp/> contains copies of memorandums issued by the DDP and others. Therefore, to avoid duplication, and redundancy, PPABs will be issued only when important acquisition information is issued and not available on any of these websites.

Distribution of this letter will be by electronic means. It will be posted in the Defense Acquisition Deskbook and the Army Acquisition Website library at URL: <http://acqnet.sarda.army.mil>.



The point of contact in my office is Ms. Betty J. Wucher, Commercial 703-681-1042 or DSN 761-1042, or e-mail to: wucherb@sarda.army.mil

  
John R. Conklin  
Director  
Procurement & Industrial Base Policy

**DISTRIBUTION:**

**PRINCIPAL ASSISTANTS RESPONSIBLE FOR CONTRACTING**

HQ, U.S. Army Materiel Command, ATTN: AMCRDA-AC (PARC),

5001 Eisenhower Avenue, Alexandria, VA 22333-0001

U.S. Army Aviation and Missile Command, ATTN: AMSAM-AC, Redstone Arsenal, AL 35898-5280

U.S. Army Chemical and Biological Defense Command, ATTN: AMSCB-PO, Building E4455, Aberdeen Proving Ground, MD 21010-5423

U.S. Army Communications-Electronics Command, ATTN: AMSEL-AC, Fort Monmouth, NJ 07703-5000

U.S. Army Industrial Operations Command, ATTN: AMSIO-AC, Rock Island, IL 61299-6000

U.S. Army Soldier Systems Command, ATTN: AMSSC-AD, Kansas Street, Natick, MA 01760-5011

U.S. Army Tank-automotive and Armaments Command, ATTN: AMSTA-AQ, Warren, MI 48397-5000

U.S. Army Test and Evaluation Command, ATTN: AMSTE-PR, Aberdeen Proving Ground, MD 21005-5055

U.S. Army Research Laboratory, ATTN: AMSRL-CS-PR, 2800 Powder Mill Road, Adelphi, MD 20783-1197

Defense Supply Service - Washington, 5200 Army Pentagon, Washington, DC 20310-5200

Headquarters Forces Command, ATTN: AFLG-PR, 1777 Hardee Avenue S.W., Fort McPherson, GA 30330-1062

Third United States Army/U.S. Army Forces Central Command, 1301 Anderson Way S.W., Fort McPherson, GA 30330-1096

U.S. Army Medical Command, ATTN: MCAA, 2706 Dunstan Road, Building 2002, Suite 38, Fort Sam Houston, TX 78234-6038



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SARD-PP

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Small local business participation in major public works projects

DevCorp, Inc. has developed a capability to technically qualify small disadvantaged business contractors and obtain financing and bonding for them once technically qualified. Some briefing charts on DevCorp's "Local Contractor Empowerment Program" are enclosed.

This is not an endorsement of the firm or its capabilities. However, if you would like to increase your awards for major public works projects to SDBs without using set-asides or preferences, the DevCorp program may be worth reviewing. The company is: DevCorp, Inc., 2030 16th Street, N.W., Washington, D.C. 20009. Phone: (202) 319-1994. Fax: (202) 319-1901. The president of the company is Mr. Carlton D. Lewis

My action officer is Mr. Curtis Stevenson, 681-1041.

Kenneth J. Oscar  
Deputy Assistant Secretary of the Army  
(Procurement)

DISTRIBUTION:

Assistant Deputy Chief of Staff for RDA - Acquisition, Contracting and Production Management, HQ, U.S. Army Materiel Command, ATTN: AMCRDA-A (Head of Contracting Activity), 5001 Eisenhower Avenue, Alexandria, VA 22333-0001

Commander, U.S. Army Communications-Electronics Command, ATTN: AMSEL-CG, Fort Monmouth, NJ 07703-5000

Commander, U.S. Army Industrial Operations Command, ATTN: AMSIO-CG, Rock Island, IL 61299-6000

Commander, U.S. Army Aviation and Missile Command, ATTN: AMSAM-CG, Redstone Arsenal, AL 35898-5000



Commander, U.S. Army Tank-automotive and Armaments Command,  
ATTN: AMSTA-CG, Warren, MI 48397-5000

Commanding General, Forces Command, ATTN: AFCG, Fort McPherson,  
GA 30330-6000

Deputy Commander for Health Care Operations, 2050 Worth Road, Fort  
Sam Houston, TX 78234-6000

Commander, U.S. Army Military District of Washington, Fort Lesley J.  
McNair, ATTN: ANCG, Washington, DC 20319-5058

Commander, U.S. Army Space & Missile Defense Command, ATTN:  
CSSD-ZA, P.O. Box 15280, Arlington, VA 22215-0280

Commander, U.S. Army Training and Doctrine Command, ATTN: ATCG,  
Fort Monroe, VA 23651-5000

Commander, U.S. Army, Pacific, ATTN: APCG, Fort Shafter, HI  
96858-5100

Commander, U.S. Army South, ATTN: SOCG, Unit 7101,  
APO AA 34004-5000

Commanding General, U.S. Army Corps of Engineers, ATTN: CECG,  
20 Massachusetts Avenue, N.W., Washington, DC 20314-1000

Chief, National Guard Bureau, Department of the Army and Air Force,  
ATTN: NGB-ZA, Washington, DC 20310-2500

# “LCEP”



## A LOCAL CONTRACTOR EMPOWERMENT PROGRAM THAT WORKS!

**DevCorp<sup>©</sup>**  
in association with  
J&H Marsh &  
McLennan

# THE LCEP GOAL

- Achieving small local business participation in major public works projects
- Making this participation productive and successful
- Providing a foundation for the ongoing success of small contractors
- Enhanced local economic development

# OTHER APPROACHES LAID A FOUNDATION

- Affirmative Action Programs
- Set Asides and Preference Programs
- Community Outreach
- Business Networking



# NEEDED STEPS TO THE NEXT LEVEL

- In-house bonding and working capital capacity
- Integrity of technical/professional standards
- Providing a new basis for underwriting

# WHAT MAKES THE DEVCORP APPROACH UNIQUE?

- Pre-qualification assessment to assure contractor capabilities
- Disciplined performance to industry standards required of all participating contractors
- Immediate access and prompt delivery of comprehensive support services

**DevCorp**®  
in association with  
J&H Marsh &  
McLennan

# WHAT MAKES THE DEVCORP APPROACH UNIQUE?

- Bonding at standard rates
- Working capital at favorable rates
- Integrated into the construction management function
- Operating without preferences and set-asides
- Strategic alliance with J&H Marsh & McLennan, world's leading insurance broker

**DevCorp**®  
in association with  
J&H Marsh &  
McLennan

# ELEMENTS OF A DEVCORP LCEP

- Outreach
- Qualification Assessment
- Bonding and Working Capital  
Provided
- Technical Support
- Contractor Performance Monitoring

# THE LCEP OUTREACH EFFORT

- Targeted identification of program participants
- Communications/marketing plan to encourage participation by new firms
- Development of a database to provide a new resource for traditional prime contractors
- Provides a foundation for creation of new prime contractors

**DevCorp**®

in association with  
J&H Marsh &  
McLennan

# THE INTERNAL OUTREACH EFFORT IS CRUCIAL

- Analysis of owner's rules and regulations to reduce barriers and render the system more user-friendly
- Work with designers to size projects in a professional, cost-effective manner to match local contractor capacity and capability
- Achieving and maintaining support and buy-in by owner's team

**DevCorp**®

in association with  
J&H Marsh &  
McLennan

# SUPPORT SERVICES CAN BE STREAMLINED

- Identification of available support services provided by owner
- Assessment of local contractor support needs
- Bringing the two together for efficient and streamlined access

# QUALIFICATIONS ASSESSMENT IS UNIQUE & CRITICAL

- A rigorous assessment of each contractor's capabilities and capacity by an experienced professional
- Bonding eligibility and capacity assessed
- Financial assistance requirements determined
- Training needs identified
- General business acumen determined



# QUALIFICATIONS ASSESSMENT IS A VALUABLE PROCESS

- Identified deficiencies may be addressed through assistance and training
- DevCorp programs screens out unqualified applicants in a documented, objective fashion
- An improvement plan is provided to contractors who do not qualify initially
- A database of qualified, project specific contractors is an outcome of the process

# SURETY BONDING IS ESSENTIAL

- All technically qualified participants receive surety bonding at standard rates
- Bonding is provided by Treasury-listed insurance companies
- Over \$100 million in surety bonding has been provided through DevCorp programs

**DevCorp**®  
in association with  
J&H Marsh &  
McLennan

# WORKING CAPITAL IS ESSENTIAL

To date, DevCorp programs have put in place >\$40 million in working capital loans to qualified participants at favorable rates

DevCorp's unique combination of working capital and surety bond facilities has been the foundation of the program's success

**DevCorp**®  
in association with  
J&H Marsh &  
McLennan

# SUPPORT SERVICES: THE SAFETY NET

- Coordination with existing support services avoids reinventing the wheel
- Business support services
- Ongoing feedback on performance successes and shortcomings
- Quantified progress reports keep everyone informed

**DevCorp**<sup>®</sup>  
in association with  
J&H Marsh &  
McLennan

# CONTRACTOR PERFORMANCE MONITORING REDUCES RISK

- Analyzing contractor's scope of work and assistance with submittals
- Coordination of contractor performance information with General Contractor and Construction Manager

# CONTRACTOR PERFORMANCE MONITORING REDUCES RISK

- Monitoring of schedules, performance, and compliance with CM directives
- Preparation of periodic and final reports on contractor progress and performance

# LCEP HELPS ALL SECTORS ACHIEVE RESULTS

- Allows public sector agencies to achieve small business participation goals in a non-setaside, non-preference environment
- Enables small local contractors to overcome credit and bonding hurdles
- Contributes lasting economic benefit to local communities through creation of viable local businesses
- Provides a unique database of qualified local contractors

**DevCorp<sup>®</sup>**  
in association with  
J&H Marsh &  
McLennan

# DEVCORP IS BUILDING ON A RECORD OF SUCCESS

- Over 500 contracts have been awarded and successfully performed under DevCorp LCEP programs
- No performance or monetary default has occurred on any surety bond or contract financing
- Over \$150 million of bonding capacity has been issued to LCEP participants

**DevCorp®**

in association with  
J&H Marsh &  
McLennan



# DEVCORP IS BUILDING ON A RECORD OF SUCCESS

- Participation goals have been exceeded in every program
- Increased competition has decreased program cost for every owner
- There has been no negative impact or delay on any project construction schedule

**DevCorp**®  
in association with  
J&H Marsh &  
McLennan

# PROVEN RESULTS: METRO- DADE COUNTY

- 61% SBE participation compared with 32% goal
- Pre-qualified 63 contractors with surety bonding limits ranging from \$100,000 to \$8 million and accounts receivable limits from \$50,000 to \$750,000
- 400 of 800 bids have been from LCEP contractors

**DevCorp**®  
in association with  
J&H Marsh &  
McLennan

# PROVEN RESULTS: METRO- DADE COUNTY

- 33 of 70 contractors bidding have been LCEP participants
- 80 of 130 awards have been to LCEP contractors
- \$106 million of bond programs have been issued to LCEP contractors
- \$22 million of performance bonds have been issued to LCEP contractors

# PROVEN RESULTS: METRO- DADE COUNTY

- \$5,500,000 of contract financing has been arranged for LCEP contractors
- \$2,800,000 in savings to the project has been realized

**DevCorp®**  
in association with  
J&H Marsh &  
McLennan

# PROVEN RESULTS: FT. WORTH

- Achieved 30% SBE participation goal for the year compared to City's goal of 17%
- Pre-qualified 43 contractors with surety bonding limits ranging from \$125,000-\$5 million and accounts receivable limits ranging from \$30,000 to \$1,500,000
- 33 of 70 bids have been from LCEP contractors

**DevCorp®**

in association with  
J&H Marsh &  
McLennan

# PROVEN RESULTS: FT. WORTH

- 20 pre-qualified contractors bidding have been LCEP participants
- Underwritten \$30 million in surety bonds

# DEVCORP'S LCEP IS A PROVEN, SUCCESSFUL PROGRAM READY TO BE IMPLEMENTED

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**Carlton D. Lewis**  
President

## DevCorp, Inc.

2030 16th Street, N.W. Washington, D.C. 20009  
Phone: 202-319-1994 Fax: 202-319-1901